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Ingram Micro Welcomes Channel Partners to Annual SMB Alliance Invitational

Two hundred IT professionals come together to share best practices, discuss vertical market trends and identify ways to grow their businesses more profitably

ORLANDO, Fla., Aug. 30 /PRNewswire/ -- Ingram Micro Inc. (NYSE: IM) is pleased to announce its 2010 SMB Alliance (SMBA) Partner Invitational, themed "Answers with Authority." The annual Partner Invitational is taking place this week at the Rosen Shingle Creek Resort in Orlando.

Led by Huy Nguyen, event host and director, channel programs for Ingram Micro North America, the SMBA Partner Invitational assists channel partners in capitalizing on and breaking into new markets and technologies, as well as provide valuable breakouts and additional business insight that will enable them to run their businesses more profitably and with greater efficiency.

"Servicing the needs of small and midsize businesses remains a sweet spot for IT professionals and represents a growing sales opportunity for those channel partners who specialize their business by vertical and technology expertise," says Nguyen.

"Our 2010 SMBA Partner Invitational offers a number of vertically-focused workshops and technology breakouts to help our community members understand and develop the sales and marketing strategies necessary to grow their business and maximize their revenue potential," says Nguyen. "Throughout the event members are also encouraged to network with one another, share best practices and learn more about the varying growth opportunities and business resources available to them only through Ingram Micro."

This year's Invitational once again features a great lineup of guest speakers, member-to-member presentations, vertical-market-focused breakouts, and informative keynotes from Cisco, HP and IBM, as well as presentations from top manufacturers such as Belkin, Lenovo, McAfee, OKI, Sony, Symantec, TrendMicro and VMware. Featured presenters include members of the Ingram Micro executive team and successful channel partners, as well Laura Posey, CEO, Dancing Elephants Achievement Group; Kendra Lee, president, KLA Group; Mark S.A. Smith, co-founder, Outsourced Channel Executives, Inc.; and Paul Dippell, CEO, Service Leadership, Inc.

In addition to covering a number of industry topics around high-performing vertical markets including healthcare and not for profit, the 2010 SMBA Partner Invitational agenda focuses on emerging trends and key technologies and services including cloud computing, managed services, marketing, mobility and professional services.

For more information about the SMB Alliance, solution providers and IT vendors can email

smb@ingrammicro.com or call (800) 456-8000 x67850.

About Ingram Micro's SMB Alliance

Ingram Micro's SMB Alliance (SMBA) community helps SMB-focused resellers enter new markets, and provides tools and knowledge to enter them more profitably. The 3,000-plus members of SMBA enjoy added attention from manufacturers and access to business-building resources, tools and training to help them run their businesses more effectively and efficiently. As a community, members have the ability to form partnerships, network with peers with similar business models, share best practices and tap into growth opportunities not available through other distributors.

About Ingram Micro

As a vital link in the technology value chain, Ingram Micro creates sales and profitability opportunities for vendors and resellers through unique marketing programs, outsourced logistics services, technical support, financial services and product aggregation and distribution. The company serves approximately 150 countries and is the only global broad-based IT distributor with operations in Asia. Visit www.ingrammicro.com.

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